

PRE-PAID LEGAL SERVICES, INC.  
**COMPENSATION PLAN**

**\$35.95**

(Expanded + Legal Shield + IDT)

Effective May 1, 2011

**Personal Sales Advance**

**\$252.35**

**Executive Director**

Achieve this level by having three (3) legs with an active Director in each leg AND 75 sales. These sales can be personal sales and/or include up to 25 sales in any leg in your organization. Qualify in one month for commissions at this level the following month.

**\$207.41**

**Director**

Achieve this level by having three (3) legs with an active Manager in each leg.

**\$172.84**

**Manager**

Achieve this level by having three (3) legs with an active Sr. Associate in each leg AND 100 organizational (including personal) sales.

**\$138.27**

**Sr. Associate**

Achieve this level by having three (3) legs with an active Associate in each leg, OR 50 organizational (including personal) sales. You must also attend a Fast Start Training Class OR, with prior PPL approval, complete the online Fast Start Training.

**\$103.70**

**Associate**

Achieve this level and **FAST START QUALIFY** by having three (3) personal sales and personally sponsoring one (1) new Jr. Associate (with a membership) OR by having five (5) personal sales within 30 days. If you do not **FAST START QUALIFY** in your first 30 days, advance to this level by having 25 organizational sales.

**\$69.13**

**Jr. Associate**

**Welcome to your Pre-Paid Legal Business!**

As a Jr. Associate, commissions on your first five (5) personal sales are paid as 1/2 advanced and 1/2 "as earned". If you **FAST START QUALIFY** (see Associate Advancement Above), you will receive your pending "as earned" commissions as an advance.

First Five Sales  
1/2 Advance:

**\$34.57**

**Cumulative Override Bonus Advance**

This is money advanced to the first active upline Associate at a higher level.

**FOR EXAMPLE**

If YOU are a Director, and your Manager personally recruits a Jr. Associate who makes his/her first sale, your advance would be the override above your **Manager**.

Your Manager would receive the advance override above his/her **Jr. Associate**.

**IF YOU ARE AN EXECUTIVE DIRECTOR:**

Director	\$44.94
Manager	\$79.51
Sr. Associate	\$114.08
Associate	\$148.65
Jr. Associate	\$183.22

**IF YOU ARE A DIRECTOR:**

Manager	\$34.57
Sr. Associate	\$69.14
Associate	\$103.70
Jr. Associate	\$138.28

**IF YOU ARE A MANAGER:**

Sr. Associate	\$34.57
Associate	\$69.14
Jr. Associate	\$103.70

**IF YOU ARE A SR. ASSOCIATE:**

Associate	\$34.57
Jr. Associate	\$69.14

**IF YOU ARE AN ASSOCIATE:**

Jr. Associate	\$34.57
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**THINGS YOU NEED TO KNOW:** Commissions are paid based on membership sales, either personal, or when an eligible Associate on your team makes a sale. Commission amounts shown represent a one-year advance. If a membership cancels during the advance period, you will be charged back against future commission advances. Commissions are paid daily via direct deposit with a minimum of \$20, if you have submitted a processable membership during the month (or previous month if Executive Director). This program is based on membership sales, not production counters. For example, sell the Family Plan, Identity Theft Shield and Home-Based Business rider to the same person, and it counts as one membership sale. If a person already owns a PPL or IDT membership, the addition of an IDT or PPL membership does not count as a "new" membership sale since the person is already a member. NOTE: When an Associate in your organization makes a sale, you will receive the Override Bonus Advance for each level between yourself and the next active Associate in your downline.

Compensation is subject to change without notice and is subject to all company policies and procedures. All Associates with a production date prior to the last revision of the advancement criteria will need personal activity (which may include a personal membership sale or personal recruit) to promote through new advancement criteria. Organizational memberships include all personal and downline memberships. You will be charged a \$35 non-taken fee (in addition to the chargeback amount) for memberships on which money is not collected. See online success guide for details about compensation.



PRE-PAID LEGAL SERVICES, INC.

# COMPENSATION PLAN EXECUTIVE DIRECTOR

**\$35.95**

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	<b>Personal Sales Advance</b>	<b>Cumulative Override Bonus Advances</b> (Paid to First Active Upline at a Higher Level)
<b>PLATINUM 7 ED</b> 10 Executive Director Legs	<b>\$281.38</b>	\$0.69
<b>PLATINUM 6 ED</b> 9 Executive Director Legs	<b>\$280.69</b>	\$0.69
<b>PLATINUM 5 ED</b> 8 Executive Director Legs	<b>\$280.00</b>	\$0.69
<b>PLATINUM 4 ED</b> 7 Executive Director Legs	<b>\$279.31</b>	\$0.69
<b>PLATINUM 3 ED</b> 6 Executive Director Legs	<b>\$278.62</b>	\$0.69
<b>PLATINUM 2 ED</b> 5 Executive Director Legs	<b>\$277.93</b>	\$0.69
<b>PLATINUM ED</b> 4 Executive Director Legs	<b>\$277.24</b>	\$2.77
<b>GOLD ED</b> 3 Executive Director Legs	<b>\$274.47</b>	\$5.53
<b>SILVER ED</b> 2 Executive Director Legs	<b>\$268.94</b>	\$6.91
<b>BRONZE ED</b> 1 Executive Director Leg	<b>\$262.03</b>	\$9.68
<b>EXECUTIVE DIRECTOR (ED)</b> Achieve this level by having three (3) legs with an active Director in each leg AND 75 sales. These sales can be personal sales and/ or include up to 25 sales in any leg in your organization. Qualify in one month for com- missions at this level the following month.	<b>\$252.35</b>	\$44.94

**EXAMPLE:** If you are at Platinum 2 ED level, and your Executive Director sells a membership, you will receive a cumulative override of all amounts between you and the Executive Director (if there are no other qualifying EDs between you and the sale).

NOTE: When an Associate in your organization makes a sale, you will receive the Override Bonus Advance for each level between yourself and the next active Associate in your downline.

SEE SUCCESS GUIDE FOR COMPLETE DETAILS ABOUT COMPENSATION.



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# COMPENSATION PLAN BREAKAWAYS DIRECTOR and EXECUTIVE DIRECTOR

**\$35.95**

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Effective May 1, 2011

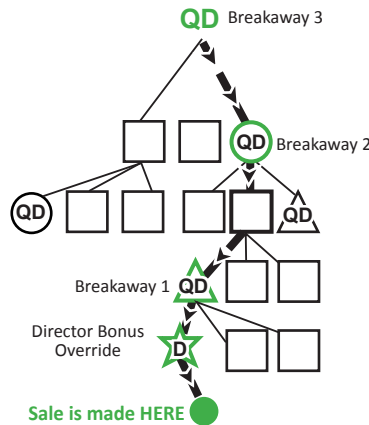
**(QD) Qualified Director:**

At least 15 organizational sales (with no more than 5 in any leg) OR at least 15 personal sales. *Note: Directors receive this bonus in their first 12 months after becoming an Associate.*

**DIRECTOR**

QD Breakaway 6	\$1.38
QD Breakaway 5	\$2.77
QD Breakaway 4	\$4.15
QD Breakaway 3	\$5.53
QD Breakaway 2	\$6.91
QD Breakaway 1	\$8.30
Director Bonus Override	\$34.57

**EXAMPLE:**  
Qualified QD distance from the sale:

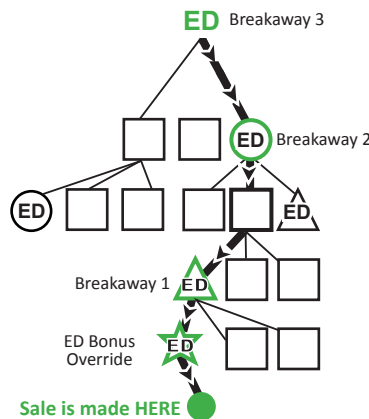


- = No Generation
- = 1st Generation
- △ = 2nd Generation
- ☆ = 3rd Generation

**EXECUTIVE DIRECTOR**

ED Breakaway 7	\$0.69
ED Breakaway 6	\$0.69
ED Breakaway 5	\$1.38
ED Breakaway 4	\$1.38
ED Breakaway 3	\$4.15
ED Breakaway 2	\$6.91
ED Breakaway 1	\$13.83
ED Bonus Override	\$44.94

**EXAMPLE:**  
Qualified ED distance from the sale:



- = No Generation
- = 1st Generation
- △ = 2nd Generation
- ☆ = 3rd Generation

**PLUS! Platinum Breakaway Bonuses! \$1.38**

Receive this bonus on all memberships through three (3) generations of Platinum Executive Directors. Applicable to Associates at Platinum or above at the time of the membership sale.



PRE-PAID LEGAL SERVICES, INC.  
**COMPENSATION PLAN  
 RENEWALS**

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PERSISTENCY LEVELS	Up to 55%	56-65%	66-75%	76-85%	Over 85%
Platinum Generation 3	0.09	0.17	0.26	0.35	0.43
Platinum Generation 2	0.09	0.17	0.26	0.35	0.43
Platinum Generation 1	0.09	0.17	0.26	0.35	0.43
ED Breakaway 7	0.04	0.09	0.13	0.17	0.22
ED Breakaway 6	0.04	0.09	0.13	0.17	0.22
ED Breakaway 5	0.09	0.17	0.26	0.35	0.43
ED Breakaway 4	0.09	0.17	0.26	0.35	0.43
ED Breakaway 3	0.26	0.52	0.78	1.04	1.30
ED Breakaway 2	0.43	0.87	1.30	1.74	2.17
ED Breakaway 1	0.87	1.74	2.60	3.47	4.34
Director Breakaway 6	0.09	0.17	0.26	0.35	0.43
Director Breakaway 5	0.17	0.35	0.52	0.70	0.87
Director Breakaway 4	0.26	0.52	0.78	1.04	1.30
Director Breakaway 3	0.35	0.69	1.04	1.39	1.74
Director Breakaway 2	0.43	0.87	1.30	1.74	2.17
Director Breakaway 1	0.52	1.04	1.56	2.08	2.61
Platinum 7	0.04	0.09	0.13	0.17	0.22
Platinum 6	0.04	0.09	0.13	0.17	0.22
Platinum 5	0.04	0.09	0.13	0.17	0.22
Platinum 4	0.04	0.09	0.13	0.17	0.22
Platinum 3	0.04	0.09	0.13	0.17	0.22
Platinum 2	0.04	0.09	0.13	0.17	0.22
Platinum ED	0.17	0.35	0.52	0.70	0.87
Gold ED	0.35	0.69	1.04	1.39	1.74
Silver ED	0.43	0.87	1.30	1.74	2.17
Bronze ED	0.61	1.22	1.82	2.43	3.04
Executive Director	2.82	5.64	8.46	11.29	14.11
Director	2.17	4.34	6.51	8.68	10.85
Manager	2.17	4.34	6.51	8.68	10.85
Senior Associate	2.17	4.34	6.51	8.68	10.85
Associate	2.17	4.34	6.51	8.68	10.85
Jr. Associate	4.30	8.59	12.89	17.19	21.48

*\*Due to rounding, the above multipliers may not produce exact figures. A variance of \$0.01 to \$0.03 should be expected.*

**THINGS YOU NEED TO KNOW:** Renewals are amounts you earn on memberships that “renew” or continue paying after the first 12 months (1-year) of the life of the membership. Since you receive a commission advance amount representing your commissions for the first 12 months of payments made, all additional payments made by the member after months 12 represent renewal payments which you earn.

**When will I be paid?** You will begin earning renewals from residuals at the beginning of month 13 (1-year). Renewal earnings for months 13-15 are applied in month 16 (cumulative), after a 3-month evaluation time. All earnings will first be applied to any outstanding debit balance you may have. Once the debit balance is recovered, future earnings will be paid to you.

**What is a “persistence level” and what does it mean for my renewal income?** Persistence level is the average number of memberships still on the books at the end of month 12. For example, if you sell 10 memberships in one month, and no later than the 15th month PPL has received the 12th month payment on seven (7) of those initial 10 memberships, then your persistence level for that month’s business is 70%. You can calculate your earnings for the life of those remaining memberships from the third column.



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